



**Reno-Tahoe
International**

**Reno-Tahoe International Airport:
Giving Lift to the Community
Washoe County Commission**

May 23, 2017



**Reno-Tahoe
Airport Authority**

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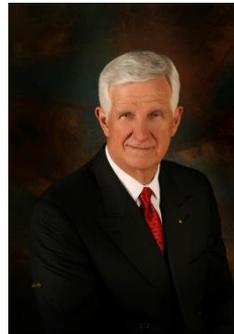
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City of Sparks



Jenifer Rose
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Who We Are

Reno-Tahoe Airport Authority

- ❖ Owners/Operators
 - Reno-Tahoe International Airport
 - Reno-Stead Airport
- ❖ 8 passenger airlines serve RNO
- ❖ 3 cargo airlines
- ❖ 3 runways, 23 gates
- ❖ 24/7 operation
- ❖ Nine member Board appointed by Reno, Sparks, Washoe County and the RSCVA



Who We Are

Reno-Tahoe Airport Authority

- ❖ Financially self-sufficient
 - Operate on fees/rent collected from airport tenants
 - 65% of operating revenues are generated by non-airline sources
- ❖ **No** local tax dollars to operate airport



A City Unto Itself...

Operationally independent with police and fire departments, human resources, accounting, etc.

Economic engine

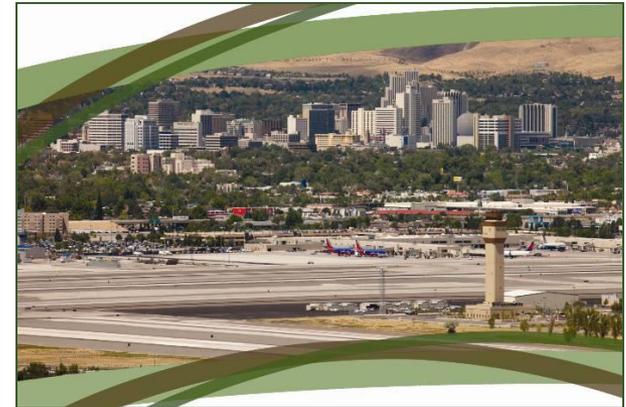
- ❖ 66th busiest commercial airport in U.S.
- ❖ Airport's economic impact analyzed by UNR College of Business
 - \$2 billion per year for Washoe County
 - 737 brings nearly \$100,000 per landing
 - 2,500 jobs at Reno-Tahoe International



Airport Strategic Plan

❖ Five Strategic Priorities for 2014-18

- Five-year plan with flexibility and forethought
- Serve as a compass for the future
- Public process



Increase
Air Service

General
Aviation
Operations
& Services

Cargo
Development

Economic
Development

Positive
Environment

Air Service Additions

- ❖ **Guadalajara Mexico (Volaris)**
 - Started December 2014 (3x per week)
- ❖ **New York City, JFK (JetBlue)**
 - Started May 28, 2015 (1x daily)
- ❖ **Boise, ID (Alaska)**
 - Started November 5, 2015 (1x daily)
- ❖ **Orange County, CA (Alaska)**
 - Started March 16, 2016 (1x daily)
- ❖ **Oakland, CA (Southwest)**
 - Started June 5, 2016 (3x daily)
- ❖ **Long Beach, CA (JetBlue)**
 - Started August 15, 2016 (1x daily)
- ❖ **Atlanta, GA (Delta)**
 - Started December 19, 2016 (1x per week seasonal)
- ❖ **Dallas Love Field, TX (Southwest)**
 - Started January 17, 2017 (2x per week seasonal)
- ❖ **San Jose, CA (Southwest)**
 - Starts June 4, 2017 (1x daily)
- ❖ **Chicago, IL (United)**
 - Starts June 8, 2017 (1x daily)

Reno-Tahoe
International Airport
has added:



- **14 flights**
- **1,600 seats**
- **In 22 months**

jetBlue®

volaris 

Southwest 

Alaska®

UNITED   DELTA



Reno-Tahoe
Airport Authority

23 Destinations and Eight Airlines

Flights to/from Reno-Tahoe International Airport



Alaska
AIRLINES

jetBlue

allegiant

Southwest

American Airlines

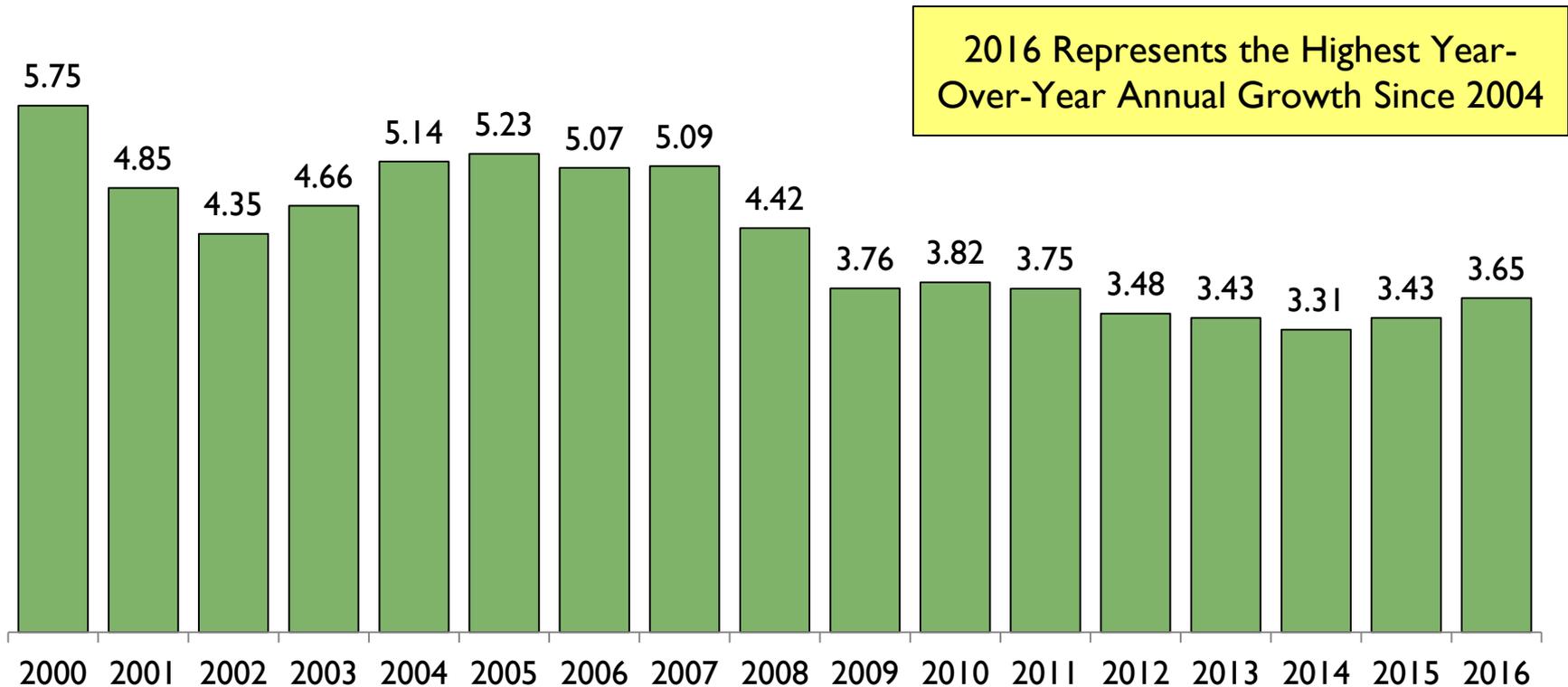
UNITED

DELTA

volaris

In 2016, RNO Served 3.65 Million Passengers, An Increase of 6.4% Versus 2015

Passengers at Reno-Tahoe International Airport
In millions



Source: U.S. DOT T-100 Data via Diio Market Intelligence, Airline Activity Reports, Dec 2015 is estimated



Reno-Tahoe
Airport Authority

Record-Setting Year in 2016

❖ **Cargo** at Reno-Tahoe International Airport

- RNO handled 156 million pounds of air cargo, an increase of 13% when compared to the year 2015
- Best year recorded in the history of RNO for air cargo lift
- Positive impacts of warehouse, e-commerce and distribution facilities felt at RNO



Exciting Programs are in the Air at RNO

❖ Master Plan for Reno-Tahoe International Airport

- Began October 2016
- 16-month master planning process to address airport growth, aviation industry changes, and FAA standards for next 20 years.
- Provides funding roadmap and addresses the dynamics of air service and cargo while balancing the needs of the community
- Outreach to all parts of the catchment area and all constituents



❖ Local Advertising Campaign

- Air Service Education Program
- Educate RNO catchment area on flights and airlines available at Reno-Tahoe International
- Capture passenger data for future marketing
- Enter to win giveaway to non-stop destinations
- 30,000 entries so far



Exciting Programs are in the Air at RNO

❖ RNO Explorer - Weekly air fare sale updates

- Sent to business, tourism partners & employees
- Shared throughout the community

❖ Air Service 101

- Raising the Air Service IQ of the community
- How RNO markets and acquires air service
- Educated <500 business, ski, gaming & hotel partners



RNO Explorer
Great Airfare Deals
4/27/2011

Every week we search for the best fares available!
Below you will find deals available today to/from the Reno-Tahoe International Airport.
Please note, most of these fares have restrictions and exclusions, limited seats and days, and require advance purchase. Airfare quoted are valid as time of newsletter publication on the airline's website. Offers may change or become unavailable without notice. Please visit the airline's website for the most up-to-date offer and applicable terms and conditions.

**** FARE SALES ****

Alaska is offering deals to/from Orange County (\$72 one way), Boise (\$79 one way) and Portland (\$99 one way). Book by May 1, 2011 at: www.alaskaair.com

Southwest is offering deals to/from Reno-Tahoe including Oakland (\$49 one way), San Jose (\$49 one way) and Los Angeles (\$79 one way). Book by May 4, 2011. www.southwest.com

California

Los Angeles: from \$54 one way on American. Rate sampled 5/16-5/17/11. www.aa.com

Long Beach: from \$34 one way on JetBlue. Rate sampled 5/23/11. www.jetblue.com

Oakland: from \$49 one way on Southwest. Rate sampled 5/23-24/11. www.southwest.com

Orange County: from \$72 one way on Alaska. Rate sampled 5/23-5/25/11. www.alaskaair.com
from \$72 one way (one-stop) on United Rate sampled 5/22-5/24/11. www.united.com

San Diego: from \$99 one way on Southwest. Rate sampled 5/23-5/24/11. www.southwest.com
from \$87 one way (one-stop) on Alaska. Rate sampled 5/23-5/24/11. www.alaskaair.com
from \$87 one way (one-stop) on Delta. Rate sampled 5/23-5/24/11. www.delta.com
from \$87 one way (one-stop) on American. Rate sampled 5/23-5/24/11. www.aa.com

San Jose: from \$56 one way on Alaska. Rate sampled 5/23-5/24/11. www.alaskaair.com
from \$57 one way (one-stop) on Southwest Rate sampled 5/23-5/24/11. www.southwest.com

Other Destinations

Boise: from \$79 one way on Alaska. Rate sampled 5/23-5/24/11. www.alaskaair.com

Denver: from \$99 one way on United. Rate sampled 5/23-5/24/11. www.united.com

Las Vegas: from \$48 one way on Allegiant. Rate sampled 5/23-5/24/11. www.allegiantair.com
from \$69 one way on Southwest Rate sampled 5/24/11. www.southwest.com
from \$64 one way (one-stop) on JetBlue. Rate sampled 5/23/11. www.jetblue.com

 www.renotahoeairport.com  

General Aviation at Reno-Tahoe International

❖ Atlantic Aviation

- Largest Fixed Base Operator (FBO) in the U.S.
- **\$15M** investment in FBO, apron improvements and fuel storage facility
- Two-story 13,000 sq ft terminal and 29,800 sq ft attached hangar
- Includes new pilots lounge, passenger facilities, conference rooms, coffee bar
- 85% Occupancy



❖ Dassault Aviation Services

- International aircraft manufacturer

Reno-Stead Airport Airfield Features

Over \$50 million has been invested in airport improvements over the last 12 years



- ❖ New Stead Terminal Building
- ❖ Airfield designed to commercial aircraft standards
- ❖ Instrument Landing System and GPS approaches
- ❖ UAS Test Range
- ❖ Maintenance and Repair Operators – UAS and aircraft MRO services and avionics available on-site
- ❖ Upcoming \$22M investment in Runway 8/26 rehabilitation



Stead Business Development Activities

- ❖ National NASA UAS Demonstration May 17-26
- ❖ Working with Major Corporations for Possible UAS Testing
 - E-Commerce & Cloud Computing Company
 - Multinational Retail Store Chain
- ❖ Working with FAA / UAS Industry
 - Marily Mora - Drone Advisory Committee (DAC)
 - Dean Schultz – DAC Sub-Committee
- ❖ Master Developer Agreement approved at Stead for 1,700 acres



Washoe County Airport Representation

- ❖ Airport Noise Advisory Panel
 - Chad Giesinger
- ❖ Master Plan Working Group
 - Mojra Hauenstein
 - David Solaro



New Concession Opportunities

- ❖ Exciting new retail/food & beverage options coming soon inside airport
- ❖ Enhance the airport's sense of place
 - June 15 Workshop for businesses to learn about operating a concession at RNO
 - 3,500 sq. ft. of post-security space
 - Request for Proposal submittals open in July
- ❖ Changes to the airport's front door
 - Development agreement next to the Hyatt Place Hotel (corner of Terminal & Plumb)
 - Includes new hotel and land for office space and food and beverage offerings



Coming Soon...Common Use Lounge

- ❖ Exciting new common use business lounge
- ❖ Available to passengers from any airline
 - Located post-security
 - Food and beverage available
- ❖ Other airport benefits associated with lounge use fee
- ❖ Construction to begin end of summer



Rideshare Driving a New Market

- ❖ Transportation Network Companies (TNCs) includes Uber & Lyft
- ❖ Account for 52% of all TNC/Taxi customer transport
 - April 2017 TNC trip activity = 6,590 trips, compared to 2,147 in April 2016; an increase of 4,443
 - April 2017 taxi trip activity = 6,050 trips, compared to 6,490 in April 2016; a decrease of 440 trips



Award-Winning Airport with Focus on Customer Service

- ❖ Best Customer Service for Small Commercial Airports from *Airport Revenue News*
- ❖ Human Resources wins Change Management Award from Airports Council International
- ❖ RTAA receives Business Impact of the Year Award from The Chamber
- ❖ Airport Police Certified in Top 1% of Airport Police Nationwide by Commission on Accreditation of Law Enforcement Agencies
- ❖ Honor Flight- WWII, Korean & Vietnam Welcomes
- ❖ TSA Pre-Check Onsite Enrollment Center
- ❖ Kindness Takes Flight
- ❖ Paws 4 Passengers Therapy Dog Program





**Reno-Tahoe
International**



Thank You



**Reno-Tahoe
Airport Authority**